

# 2022 Third Quarter Board Report

September 30<sup>th</sup> 2022

By reviewing the contents of this presentation, you agree that it contains information that is confidential and that you will not use or disclose any of the information contained in this presentation for any purpose not expressly authorized by Washington State ABLE or The Bank of New York Mellon.



### Agenda:

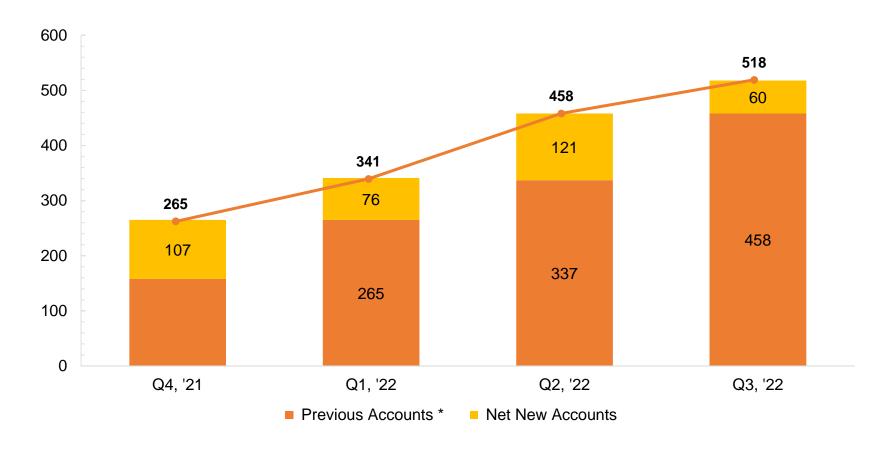
- Program Overview
- Program Statistics & Analysis
  - The Accounts
  - Account and Asset Growth
  - Contributions and Distributions
  - New Plan Feature Activity
  - The Participants
  - Geographic Analysis
- Appendix

# **Overview for the Third Quarter**

Description	Statistic
Assets Under Management	\$2,054,637
Funded Accounts	518
Contributions	\$342,296
Rollover Contributions	\$102,449
Redemptions	\$98,442
Redemptions as % of AUM	5%

### **Uniquely Funded Account Growth**

The average-monthly account growth for Q3 was 23 unique accounts



<sup>\*</sup>Note: The number of unique funded accounts reported month-to-month can fluctuate, based on customer contributions and distributions between reporting periods. Customer distributions can liquidate account assets down to a zero balance, which do not get reported as a unique funded account, and contributions to an account that was at a zero balance in the prior month, and can be reported as a unique funded account in the subsequent month.

### **Investments by Fund**

Total AUM							
Q3 '22	\$2,054,637						

#### **Total Assets by Fund**



<sup>\*</sup> Complete breakdown of % of participants by fund found in the appendix section of this document

### **Net Asset Growth**

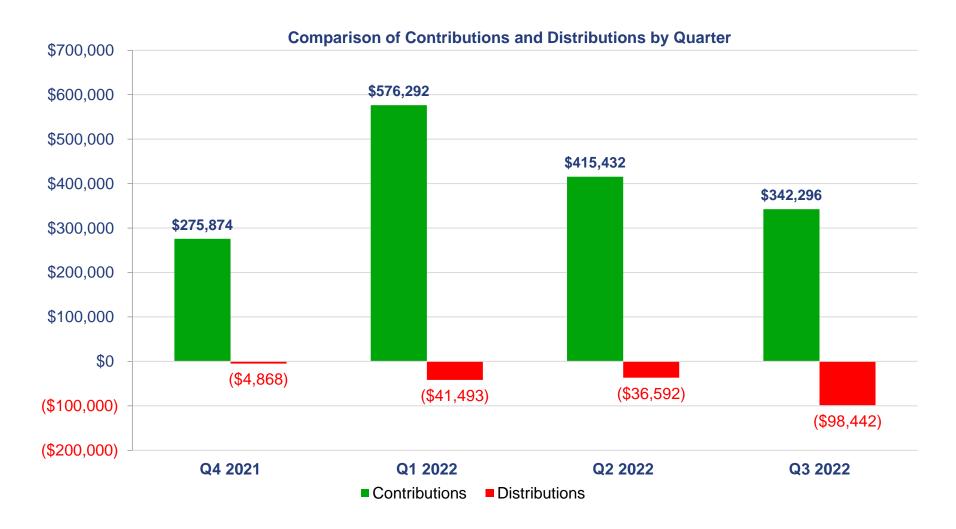
AUM for Q3 grew by 10%.

#### **Net Asset Growth in Dollars**



### **Contributions & Distributions**

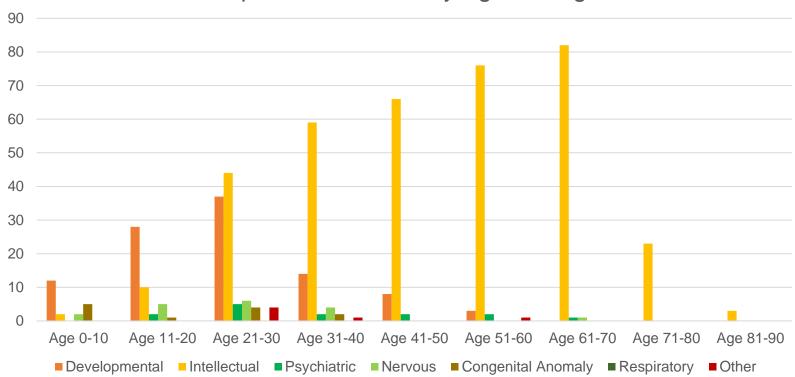
Q3 contributions represent 17% of total AUM Q3 redemptions represent 5% of total AUM



### **Demographic Account Distribution Q3 2022**

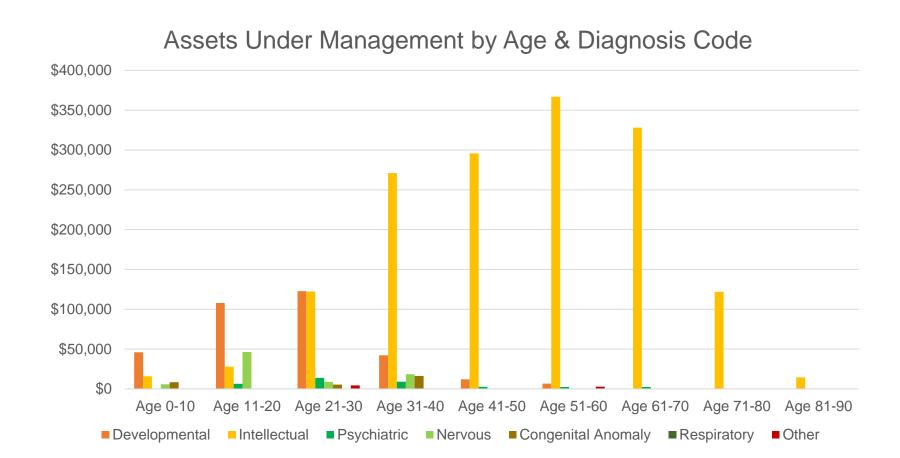
Congenital Anomaly diagnoses grew the most at 20% from Q2 to Q3.





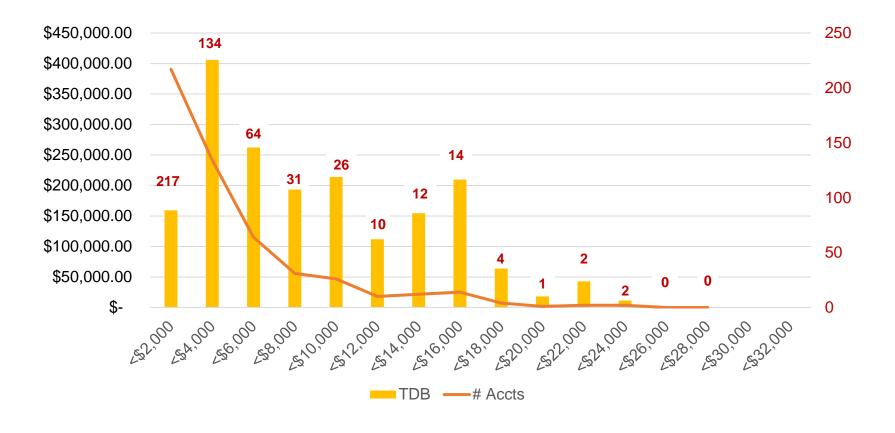
### **Demographic Asset Distribution Q3 2022**

Assets under management for Developmental and Intellectual diagnoses grew by 20% and 9%, respectively, in Q3.



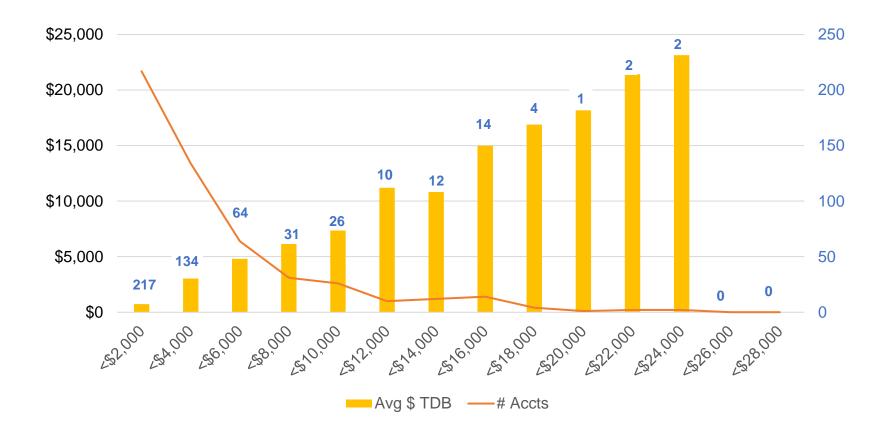
### **Unique Accounts by YTD Total Dollar Balance Q3 2022**

42% of accounts carry a total dollar balance under \$2,000, a 4% increase over Q2.



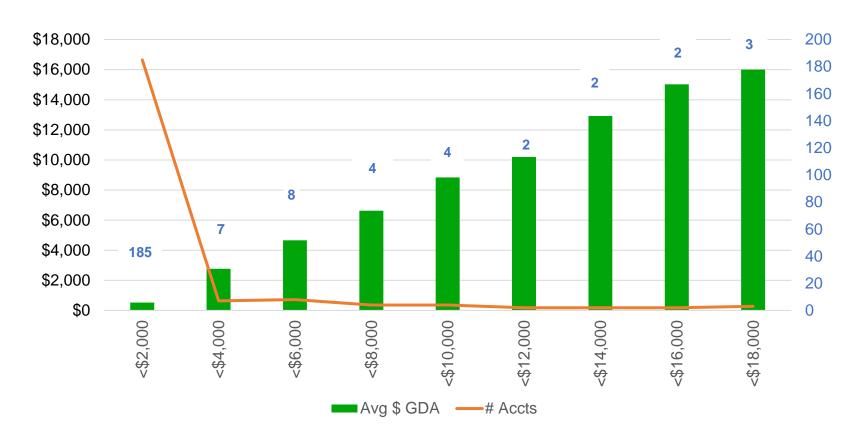
### **Unique Accounts by Average Dollar Balance Q3 2022**

The average account balance for Q3 was \$3,967, and the standard deviation for account balances was \$5,315.



### **Unique Accounts by Average Contributions Q3 2022**

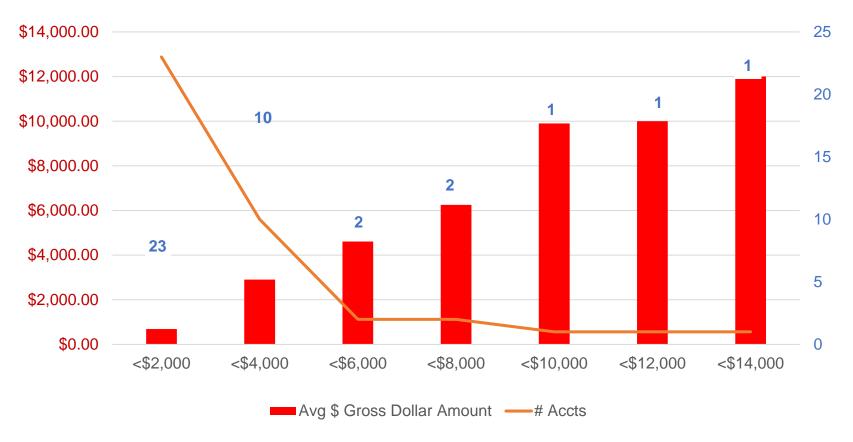
217 accounts made contributions in Q3.



The average contribution amount for Q3 was \$1,577 and the standard deviation for contributions was \$3,101.

### **Unique Accounts by Average Distributions Q3 2022**

40 accounts made distributions in Q3.



The average distribution amount for Q3 was \$2,461 and the standard deviation for distributions was \$2,903.

### **New Plan Contribution Activity Q3 2022**

#### **ABLE to Work**

• 3 accounts made ABLE to Work Contributions in Q3.

#### **ABLE to ABLE Rollovers**

• 9 customers made rollovers in Q3 for a total of \$71,507 in contributions.

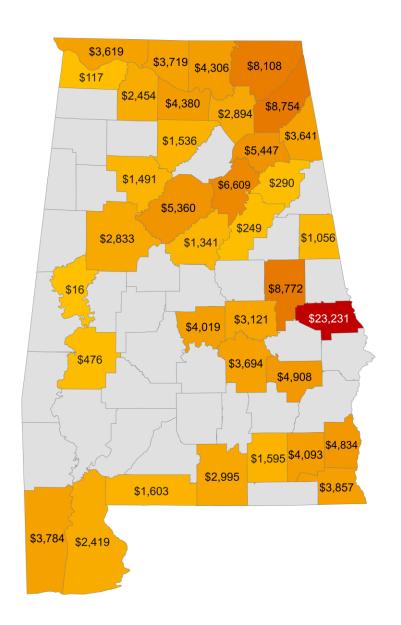
#### **529 to ABLE Rollovers**

• 3 customers made rollovers from a 529 plan in Q3 for a total of \$30,942 in contributions.

#### **Gifting**

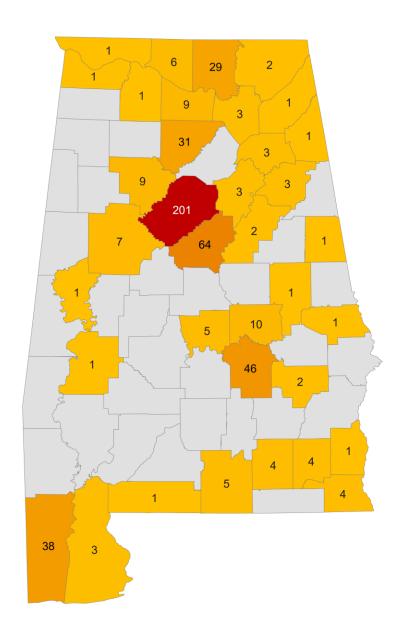
• 3 accounts received gifts in Q3, totaling \$300 in deposits to the Alabama ABLE Plan.

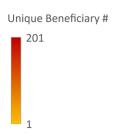
### **Average Account Balances by County Q3 2022**





# **Number of Accounts by County Q3 2022**

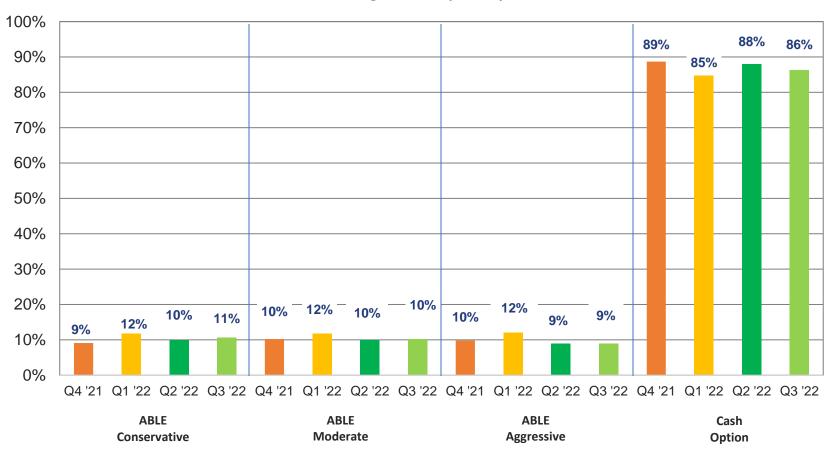






### Participants by Fund Q3 2022

#### **Percentage of Participants by Fund**

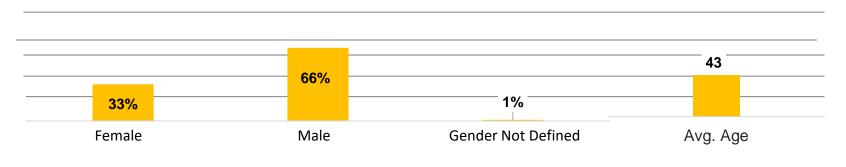


## **About the Participants**

#### Comparison of Beneficiaries' Manager Type, Eligibility Certification, and Diagnosis Code by Quarter

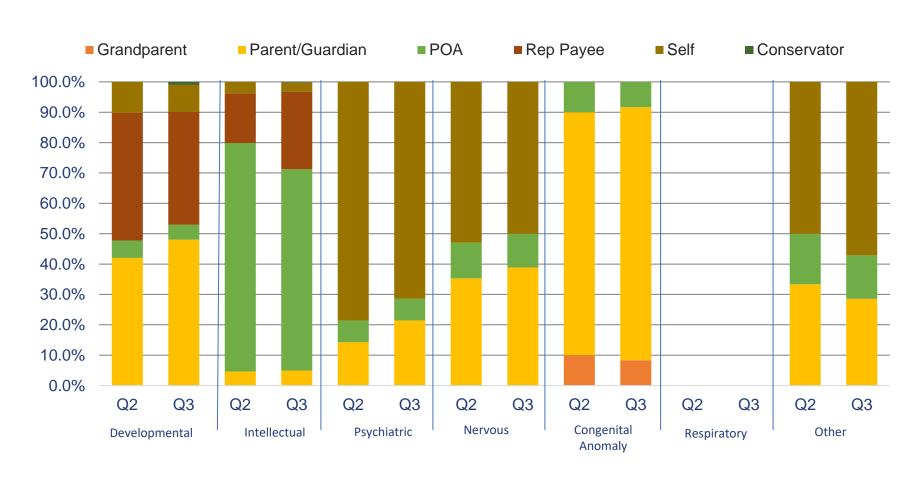
	Manager Type						Eligibility Certification		Diagnosis Code							
	Parent/ Guardian	PoA	Self	Cons	Grandparent	Rep Payee	SSI	SSDI	Doctor Cert	Developmental	Intellectual	Psychiatric	Nervous	Congenital Anomaly	Other	Respiratory
Q4 '21	14%	73%	13%	0%	0.4%	N/A	74%	12%	14%	11%	74%	6%	5%	3%	2%	0%
Q1 '22	17%	66%	12%	0%	0.3%	5%	68%	15%	18%	14%	74%	4%	4%	3%	1%	0%
Q2 '22	16%	55%	10%	0%	0.2%	20%	65%	17%	18%	19%	71%	3%	4%	2%	1%	0%
Q3 '22	17%	49%	8%	0.4%	0.2%	25%	61%	19%	19%	20%	70%	3%	3%	2%	1%	0%

#### **Gender and Average Age for Funded Beneficiaries**

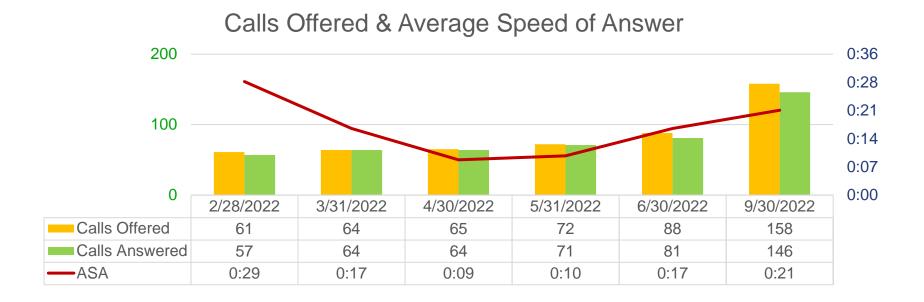


## Participation by Diagnosis Code Q3 2022

#### **Diagnosis Codes as a Percentage of Funded Accounts**



### **Customer Service – Call Center**



#### Q3's most common customer inquiries to the Call Center:

- Assistance with transactions, transfer of accounts, statements, and tax forms
- Assistance with navigating the website
- New Account Inquires

#### **DISCLOSURES**

This report is prepared for the Alabama ABLE Savings Plan pursuant to Section 529A of the Internal Revenue Code and Alabama State law and should not be used by any other individual or entity or for any other purpose. All data shown in this report is prepared as of 9/30/2022.

The data currently applicable to the program or any individual account may have changed. Additionally, some data comes from third party sources over which Vestwell State Savings has no control. While we believe the data from those third parties to be generally reliable, we have not independently reviewed or verified the data. All data points about market value of any account may not reflect pending or accrued expenses, withdrawals, distributions, or deductions for service provider charges or other transactions.